



North Carolina District Review

March, 2006

U.S. Small Business Administration North Carolina District

6302 Fairview Road, Suite 300
Charlotte, NC 28210-2227
704-344-6563 Phone
704-344-6769 Fax

www.sba.gov/nc
www.sba.gov/banking
charlotte.nc@sba.gov

SBA NC District Lender Contacts:

Charlotte & Central NC

David Dillworth (704) 344-6578
david.dillworth@sba.gov

Karen Hoskins (704) 344-6381
karen.hoskins@sba.gov

Thomas Neal (704) 344-6577
thomas.neal@sba.gov

Cecelia Rolls (704) 344-6810
cecelia.rolls@sba.gov

Asheville & Western NC

Mike Arriola (828) 225-1844
michael.arriola@sba.gov

Raleigh & Northeastern NC

Ivan Hankins (919) 363-3215
ivan.hankins@sba.gov

Wilmington & Southeastern NC

Arline Brex (910) 362-7397
arline.brex@sba.gov

Export & International Trade

Dan Holt (704) 333-2130
dan.holt@mail.doc.gov

District Director

Lee Cornelison (704) 344-6561
lee.cornelison@sba.gov

MOST ACTIVE LENDERS FY 2006 YTD

OCTOBER 1, 2005 THROUGH FEBRUARY 28, 2006

LENDERS

Large and National Banks

	7(a)	504	Total	\$ Amount Millions
1. Bank of America	163	0	163	\$3.9
2. Capital One Federal Savings	63	0	63	\$2.3
3. BB&T	33	6	39	\$7.6
4. Wachovia Bank	25	0	25	\$11.8

Community Express Lenders*

1. Innovative Bank	91	0	91	\$0.9
2. Business Loan Express	58	0	58	\$1.7

Community Banks

1. Surrey Bank & Trust Company	21	1	22	\$4.4
2. The Fidelity Bank	4	2	6	\$2.5
3. Community South Bank	2	2	4	\$6.5
3. Bank of Stanly	3	1	4	\$0.6

Small Business Lending Companies

1. CIT Small Business Lending Corp.	21	0	21	\$13.2
2. Self-Help Credit Union	18	0	18	\$ 0.9

Certified Development Companies

1. Self-Help Ventures Fund	14	14	\$8.1
2. Business Expansion Funding Corp.	13	13	\$3.3
3. Centralina Dev. Corp.	9	9	\$6.7

*Only SBA CommunityExpress loans are tabulated in this category.

SBA PRESENTS AWARDS AT 2006 NCBA LENDERS CONFERENCE

SBA presented its annual Lenders Awards at the North Carolina Bankers' Association (NCBA) SBA Lenders Conference which was held March 7-8 at the Marriott in Winston-Salem. The annual event included a welcome reception, training sessions and an awards presentation. Lender awards recognize the outstanding contributions of SBA lenders who underwrite SBA guaranteed loans and provide access to capital for small business owners in North Carolina.

2005 Lender Award winners:

NC Lender of the Year

NC Community Bank of the Year

NC Non-Bank Lender of the Year

NC Certified Development Company of the Year

NC Large Bank 504 Lender of the Year

NC Community Bank 504 Lender of the Year

Bank of America, Charlotte, NC

Surrey Bank, Mount Airy, NC

Business Loan Center, New York, NY

Self-Help Ventures Fund, Durham, NC

First Citizens Bank, Raleigh, NC

First Gaston Bank, Gastonia, NC

Platinum Level Award Winners: Branch Banking and Trust, Business Loan Center, Innovative Bank, New Century Bank and Asheville-Buncombe Development Corporation. Platinum Level Awards were presented to Lenders with extraordinary year-on-year improvement in SBA Loan volume.

"We are proud to recognize our lenders for having a great 2005," said SBA North Carolina District Director, Lee Cornelison. "These SBA lenders fill the needs of North Carolina small businesses by providing access to capital."

Thanks to all the attendees for taking time out of their busy schedules to attend the conference.

Special thanks to:

- Jon Campos, Amy McConkey and the NCBA
- Jeff Nager, Community South Bank
- Robert Quinton, Vine Street Banking
- Ben Howatt, CPA
- Calvin Slade, Self-Help Credit Union
- Peter Pequeno, Surrey Bank & Trust
- Brian Green, First Southeast Capital Management
- Jim Harris, First Gaston Bank
- Coleman Publishing
- Gordon-Hughes & Associates
- Surrey Bank & Trust
- Community South Bank
- John Jones, Jr. Bank of the West
- Walter Intlekofer, SBA HQ
- Jim Hammersley, SBA HQ
- SBA NC District Staff

WHY AN SBA 504 LOAN?

504 loans can assist in risk and liquidity management, and provide fee and interest income.

Banks can collaborate in a lending product that provides long-term financing to small business customers who would not otherwise be able to find financing.

The program provides risk management advantages to banks, such as limiting credit exposure, providing good collateral coverage for their retained portion of the loan, and facilitating liquidity management through an active secondary market.

Want to know more about 504s?

Visit:

www.occ.gov/cdd/resource.htm#insights

LENDER TRAINING

APR 12

The NC District Office will conduct Lender Workshops from 9:00 a.m. until 12:00 p.m. on the second Wednesday of each month at the Charlotte, Raleigh, Wilmington and Asheville offices. Contact your local representative to register. See phone list on page 1.

ON-SITE HELP AVAILABLE CALL US!

If your institution has decided to make a loan with the support of an SBA guarantee and you are unfamiliar with SBA forms or procedures, help is available. Contact your local SBA representative (see page 1) to arrange a one-on-one meeting at your bank to guide you through the application process.

FY 2005 LENDER RANKINGS OCTOBER 1, 2005– FEBRUARY 28, 2006

Lender	Total 7(a)	7(a) \$	504 Participation	504 Participation \$
BOA	163	\$ 3,891,500		
Innovative	91	\$ 910,000		
Capital One	63	\$ 2,260,000		
Business Loan Center LLC	61	\$ 4,113,500		
BB&T	33	\$ 4,987,870	6	\$ 2,562,750
Wachovia	25	\$ 11,820,400		
CIT	21	\$ 13,272,600		
Surrey Bank	21	\$ 2,173,800	1	\$ 2,225,000
Self-Help Credit Union	18	\$ 938,300		
Bank of Granite	13	\$ 2,151,500		
Community West Bank	11	\$ 3,118,400		
SunTrust Bank	11	\$ 895,900		
Banco Popular	10	\$ 6,976,700		
Comerica	7	\$ 2,948,300		
First Citizens Bank	5	\$ 1,517,000	9	\$ 3,327,846
Fidelity Bank	4	\$ 1,445,300	2	\$ 1,073,000
Lehman Brothers	4	\$ 2,113,500		
Bank of Stanly	3	\$ 497,000	1	\$ 127,000
Unity Bank	3	\$ 1,123,500	1	\$ 1,400,000
Buckhead Community Bank	2	\$ 1,424,900		
Cabarrus Bank	2	\$ 150,000	1	\$ 2,572,500
Carolina First	2	\$ 1,163,000		
Community South Bank	2	\$ 1,570,000	2	\$ 4,978,000
First Carolina State Bank	2	\$ 1,912,700		
Haven Trust	2	\$ 510,000		
RBC Centura	2	\$ 350,000	1	\$ 1,244,293
Sterns Bank	2	\$ 403,400		
UPS Credit	2	\$ 475,000		
Waccamaw	2	\$ 370,000		
Wells Fargo	2	\$ 40,000		
American Community Bank	1	\$ 275,000		
Bank of Currituck	1	\$ 40,000		
Crescent State Bank	1	\$ 600,000	1	\$ 1,250,000
First Community Bank	1	\$ 495,000	1	\$ 648,850
First Gaston Bank	1	\$ 150,000		
First National Bank of Shelby	1	\$ 85,000		
First National Bank of Spartanburg	1	\$ 1,200,000		
First National Bank SO	1	\$ 1,725,000		
FNB	1	\$ 60,000		
Heritage Bank	1	\$ 395,500		
Independence Bank	1	\$ 111,150		
Irwin Financial Capital	1	\$ 330,000		
New Century Bank	1	\$ 421,200		
New Dominion	1	\$ 170,000		
PNC Bank	1	\$ 200,000		
Sentry Bank & Trust	1	\$ 98,000		
Sound Banking Company	1	\$ 60,000		
Southern Community Bank	1	\$ 143,570	1	\$ 157,500
Temecula Valley Bank	1	\$ 1,164,300		
United Heritage Bank	1	\$ 200,000		
United Midwest Bank	1	\$ 305,000		
Yadkin Valley Bank	1	\$ 130,000	1	\$ 831,000

FY 2005 LENDER RANKINGS OCTOBER 1, 2005– FEBRUARY 28, 2006

(CONTINUED)

Asheville Savings Bank			2	\$ 2,885,000
Bank of the Carolinas			1	\$ 2,200,000
Capital Bank			1	\$ 490,000
Catawba Valley Bank			1	\$ 149,865
First American Bank			1	\$ 257,500
First Charter			1	\$ 422,500
First South Bank			1	\$ 700,000
First Trust Bank			6	\$ 1,659,354
GE Capital			4	\$ 5,220,497
Home Trust Bank			1	\$ 875,000
Lexington State Bank			1	\$ 297,500
Lumbee Guaranty Bank			1	\$ 3,106,255
Mid-Carolina Bank			1	\$ 1,366,000
Regions Bank			1	\$ 787,500
Provident Community Bank			1	\$ 271,000
Security National			1	\$ 875,000
Sterling Bank			1	\$ 945,000
United Community Bank			1	\$ 1,327,553
Zions Bank			2	\$ 2,054,000
Totals	611	\$ 83,882,790	57	\$ 48,287,263
<u>Certified Development Corps.</u>				
Self-Help Ventures Fund	14	\$ 8,106,000		
BEFCO	13	\$ 3,343,000		
Centralina Dev.	9	\$ 6,703,000		
Asheville Buncombe	6	\$ 5,182,000		
Northwest Piedmont Dev.	5	\$ 3,893,000		
Neuse River Dev.	3	\$ 3,922,000		
Smoky Mountain Dev.	3	\$ 2,576,000		
Wilmington Industrial Dev.	2	\$ 1,528,000		
Region D Dev.	1	\$ 533,000		
Region E. Dev.	1	\$ 126,000		
Total CDC Activity	57	\$ 35,912,000		